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BEFORE THE ARIZONA CORPORATION COMMISSION

Arizona Corporation Commission

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MAY 13 2002

DOCKETED BY

8  
9 IN THE MATTER OF THE GENERIC )  
10 PROCEEDING CONCERNING ELECTRIC )  
11 RESTRUCTURING ISSUES )  
12 \_\_\_\_\_ )

DOCKET NO. E-00000A-02-0051

13  
14 IN THE MATTER OF ARIZONA PUBLIC )  
15 SERVICE COMPANY'S REQUEST FOR )  
16 VARIANCE OF CERTAIN REQUIREMENTS )  
17 OF A.A.C. R14-2-1606 )  
18 \_\_\_\_\_ )

DOCKET NO. E-01345A-01-0822

19  
20 IN THE MATTER OF THE GENERIC )  
21 PROCEEDING CONCERNING THE ARIZONA )  
22 INDEPENDENT SCHEDULING )  
23 ADMINISTRATOR )  
24 \_\_\_\_\_ )

DOCKET NO. E-00000A-01-0630

25  
26 IN THE MATTER OF TUCSON ELECTRIC )  
27 POWER COMPANY'S APPLICATION FOR A )  
28 VARIANCE OF CERTAIN ELECTRIC )  
29 COMPETITION RULES COMPLIANCE )  
30 DATES )  
31 \_\_\_\_\_ )

DOCKET NO. E-01933A-02-0069

32  
33 IN THE MATTER OF THE APPLICATION OF )  
34 TUCSON ELECTRIC POWER COMPANY FOR )  
35 APPROVAL OF ITS STRANDED COST )  
36 RECOVERY )  
37 \_\_\_\_\_ )

DOCKET NO. E-01933A-98-0471

RELIANT RESOURCES, INC.'S INITIAL LIST OF INDEPENDENT  
EVALUATORS/CONSULTANTS

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Pursuant to the Procedural Order dated May 2, 2002, Reliant Resources, Inc. hereby submits an initial list of independent evaluators/consultants. This list is provided for informational purposes and does not constitute Reliant's position on whether the particular person or firm listed below should be used as the independent evaluator/consultant in this matter. Further, Reliant is seeking to identify other persons or firms that have experience in similar roles and seeks leave to supplement this submission when and if additional persons or entities are identified.

Dr. David Salant, Sr. Vice President  
NERA  
1 Front Street, Suite 2600  
San Francisco, California USA 94111  
(415) 291-1033

A copy of Dr. Salant's resume is enclosed. NERA was used as auction Manager for the New Jersey auction.

Walter Drabinski, President  
Vantage Consulting  
22814 Overseas Highway  
Cudjoe Key, Florida 33042  
(305) 744-3440

Vantage Consulting performed the FERC audit of Cal ISO and other significant work for State Commissions.

RESPECTFULLY submitted this 13th day of May, 2002.

MARTINEZ & CURTIS, P.C.

By:   
Michael A. Curtis  
William P. Sullivan  
Paul R. Michaud  
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Attorneys for Reliant Resources, Inc.

**NATIONAL ECONOMIC  
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SAN FRANCISCO, CA 94111  
TEL: 415.291.1000 FAX: 415.291.1020

**nera**  
Consulting Economists

**DAVID J. SALANT**

**BUSINESS ADDRESS**

Senior Vice President  
National Economic Research Associates, Inc.  
One Front Street, Suite 910  
San Francisco, CA 94111  
Phone: (415) 291-1000  
FAX: (415) 291-1020  
E-mail: david.salant@nera.com

Dr. Salant specializes in industrial organization, telecommunications economics, game theory, microeconomic theory, and regulation. He advises private corporations and governments in auction design and auction strategies in engagements relating to spectrum license allocation, electricity generation and transmission capacity, and power exchanges.

**EDUCATION**

UNIVERSITY OF ROCHESTER  
Ph.D., Economics, 1981

UNIVERSITY OF ROCHESTER  
M.A., Economics, 1978

WASHINGTON UNIVERSITY  
A.B., Economics and Mathematics (magna cum laude), 1975

**PROFESSIONAL EXPERIENCE**

NATIONAL ECONOMIC RESEARCH ASSOCIATES, INC.  
2000-Present Senior Vice President

1999-Present ALKERA  
Founder, President

1999-2000 NAVIGANT CONSULTING, INC./LECG, INC.—Emeryville, California  
Managing Director

1998-1999 LECG, INC.  
Principal

1996-1998 LECG, INC.  
Director

1995-1996 CHARLES RIVER ASSOCIATES, INC.—Davis, California  
Principal

1993-1995 GTE LABORATORIES, INC.  
Principal Member Technical Staff

1987-1993 GTE LABORATORIES, INC.  
Senior Member Technical Staff

1991-1993 BOSTON UNIVERSITY, DEPARTMENT OF ECONOMICS  
Research Associate

1983-1987 VIRGINIA POLYTECHNIC INSTITUTE AND STATE UNIVERSITY, DEPT. OF ECONOMICS  
Assistant Professor

1979-1983 SUNY AT BUFFALO, DEPARTMENT OF ECONOMICS  
Assistant Professor

### **COURSES TAUGHT**

Microeconomics (graduate and undergraduate)  
Industrial Organization (graduate and undergraduate)  
Managerial Economics  
Regulatory Economics  
Game Theory  
Public Finance (graduate and undergraduate)  
Economics of Sports  
Intermediate Macroeconomics  
Principles of Economics

### **CONSULTING EXPERIENCE**

- Auction theorist and strategic analyst for electricity sector auctions:
  - For Public Service Electric & Gas in the BGS Auction (2001)

- For TXU Energy in the Generating Capacity Auctions (2001)
- For EPCOR in the Power Purchase Arrangement Auction (2000)
- For Utilicorp in the Power Purchase Arrangement Auction (2000)
- Auction theorist and strategic analyst for spectrum auctions:
  - For GTE in the US A and B block PCS auction (1994-5)
  - For Geotek in SMR (trunk radio) auction (1995)
  - Advised GTFT in Brazilian B block cellular sale (1996-7)
  - For Qualcomm/Pegaso in Mexican PCS auction (1997-8)
  - For the Netherlands PTT in the Dutch DCS 1800 auction (1997-8)
  - For Qualcomm in the Australian PCS auction (1998)
  - For Qualcomm in the Telebras privatization (1998)
  - For Leapwireless in various spectrum auctions (1999)
  - For Telus in Canadian LMDS auction (1999)
  - For Primus in Australian PCS auction (2000)
  - For Orange in UK 3G auction (2000)
  - For participants in Dutch and German 3G auctions (2000)
  - For T-Mobil in German 3G auction (2000)
  - For Versatel in Dutch 3G auction (2000)
  - For Leapwireless in US PCS auction (2001)
  - For QUALCOMM in Australian 3G auction (2001)
- Advising Italian Ministry of Communication in Design of 3G spectrum auction 2001
- Advising Italian Ministry of Communication in Design of LMDS spectrum auction 2002
- Designed and implemented first spectrum auction for paging licenses for the Mexican Ministry of Communications (SCT), November 1996
- Designed and implemented first spectrum auction for trunk radio frequencies for the Guatemalan Superintendent of Telecommunications, May 1997
- Led team that developed auction software adopted by Industry Canada, the Mexican Ministry of Communications and Transport and the Guatemalan Superintendent of Telecommunications
- Drafted numerous filings and comments for a variety of regulatory proceedings before the FCC on matters including
  - Price caps
  - Spectrum auction rules
  - Universal service

- Contracted by US FCC to test and advise on implementation procedures for spectrum auctions.
- Led team advising Industry Canada on implementation procedures for first spectrum auction for 24 GHz and 38 GHz frequencies
- Advised bidders in numerous other auctions in the US (PCS, SMR and LMDS), Australia (PCS), Brazil (A and B bands), Mexico (microwave and PCS) and Venezuela (oil lease bidding)
- Advised Spectrum Management Authority in Australia (SMA) in first microwave auction
- Advised Colombia (Ministry of Communications) in draft auction legislation for first spectrum auctions
- Advised and assisted Guatemala SIT in first spectrum auctions in Guatemala
- Advised Peru (OSIPTEL) on universal service and account separations
- Testimony on behalf of the FCC in Nextwave Personal Communications Inc v. Federal Communications Commission, May, 1999
- Testified in front of the International Competition Policy Advisory Committee on 3G standard setting procedures and competition policy, June 1999.
- Testified at Alberta Energy Utilities Board, January, 1996
- Advised firm seeking to acquire oil leases in Venezuelan auction
- Assisted GTE in developing its Universal Service auction proposal
- Principal investigator in developing an interactive engineering economic cost model of PCS and broadband network services.

## **OTHER ACTIVITIES**

Dr. Salant has over 10 years experience in telecommunications. He has eight years experience as a Senior and then Principal Member Technical Staff at GTE Laboratories Incorporated. Dr. Salant has worked on price caps, open network architecture, spectrum auctions, universal service, evaluating ADSL, LMDS and PCS technologies, and assorted other telecommunications matters.

Dr. Salant has numerous publications and has made seminar presentations at dozens of universities, conferences and industry forums, including the Telecommunications Policy Research Conference, The International Telecommunications Society, Rutgers University Center

for Research in Regulated Industries, the Power Association of Northern California, and The Advanced Workshop in Regulation and Competition. He has also served as a member of the Organizing Committee, International Telecommunications Society, for various conferences from 1993 to the present, and for the Advanced Workshop in Regulation and Competition Annual Conferences. He has taught at SUNY Buffalo, VPI, Boston University, and Boston College. He has presented invited lectures at Boston College, Boston University, Columbia University, Ecole des Ponts et Chaussees, Harvard University, The Hebrew University of Jerusalem, The University of Illinois, Indiana University, Oxford University, The University of Pennsylvania, and Tel Aviv University.

### HONORS, SCHOLARSHIPS, AND FELLOWSHIPS

1975           Phi Beta Kappa  
1975-1978     Rush Rhees Fellowship  
1975-1979     University Fellowship

### PROFESSIONAL AFFILIATIONS

Member, American Economic Association  
Member, Econometric Society

### EDITORIAL AND REFEREE ACTIVITIES

Dr. Salant has been the guest editor of two special issues of the *Journal of Regulatory Economics* on Auctions and Regulation. He also has served as a referee for the following journals and organizations:

*Econometrica*  
*RAND Journal of Economics*  
*American Economic Review*  
*International Economic Review*  
*Canadian Journal of Economics*  
*Journal of Political Economy*  
*Economic Inquiry*  
*Journal of Economics and Management Strategy*  
*Journal of Regulatory Economics*  
*Journal of Macroeconomics*  
*Games and Economic Behavior*  
*Contemporary Policy Issues*  
*IEEE/ACM Transactions on Networking*  
*National Science Foundation*

## PUBLICATIONS

### Journal Articles and Book Chapters

"Auctions and Regulation: Reengineering of Regulatory Mechanisms," introduction to special issue on Auctions and Regulation, *Journal of Regulatory Economics*, (May 2000).

"Cost Allocation Principles for Pipeline Capacity and Usage," with G. Campbell Watkins, *Energy Studies Review*, Vol. 8, No.2 (May, 1999).

"Adoptions and Orphans in the Early Microcomputer Market," with Neil Gandal and Shane Greenstein. *Journal of Industrial Economic*, Vol. 47, No. 1, (March 1999), 87-105.

"Monopoly Prices with Network Externalities," with Luis Cabral and Glenn Woroch. *International Journal of Industrial Organization*, Vol. 17, No.2, (February 1999), 199-214.

"Toward the Best Bet," with Phillip McLeod, *Electric Perspectives*, Volume 23, Number 5, (September-October 1998): 74-83.

"Up in the Air: GTE's Experience in the MTA Auctions for PCS Licenses." *Journal of Economics and Management Strategy* Vol. 6, No. 3 (Fall 1997), 549-72.

"Behind the Revolving Door: A New View of Public Utility Regulation," *RAND Journal of Economics* (26:3, Autumn 1995) 362-77.

"Hollygopoly: Oligopolistic Competition for Hollywood Movies," with Neil Gandal, *The Antitrust Bulletin* (XL: 3, Fall 1995) 699-712.

"Preemptive Adoptions of an Emerging Technology," with Michael Riordan, *Journal of Industrial Economics* (September 1994).

"Trigger Price Regulation," with Glenn Woroch, *RAND Journal of Economics* (23:1, Spring 1992) 29-51.

"A New Look at Public Utility Regulation through a Revolving Door," Chapter 9 in Michael Cre, ed., *Economic Innovations in Public Utility Regulation*, Kluwer Academic Publishers, 1992.

"Promoting Capital Improvements by Public Utilities: A Supergame Approach," with Glenn Woroch, Chapter 14 in W. Neuefeind and R. Riezman, eds. *Economic Theory and International Trade: Essays in Memoriam of John Trout Roder III*, Springer Verlag, 1992.

"Price Setting in Professional Team Sports," Chapter 5 in Paul M. Sommers, ed., *Diamonds Are Forever: The Business of Baseball*, The Brookings Institution, 1992.

"A Repeated Game with Finitely Lived Overlapping Generations of Players," *Games and Economics Behavior* 3 (May 1991) 244-59.

"Crossing Deput's Bridge Again: A Trigger Policy for Efficient Investment in Infrastructure," with Glenn Woroch, *Contemporary Policy Issues* 9 (April 1991) 101-14.

"Time Consistency and Subgame Perfect Equilibria in a Monetary Policy Game," with Douglas McTaggart, *Journal of Macroeconomics* (11:4, Fall 1989) 575-88.

"Equilibrium in a Spatial Model of Imperfect Competition with Sequential Choice of Locations and Quantities," *Canadian Journal of Economics* (21:4 November 1986) 575-88.

"On the Consistency of Consistent Conjectures," *Economic Letters* 16 (1984) 151-57.

"Existence of Vote Maximizing Equilibrium in One Dimension," *Mathematical Social Sciences* 5 (August 1983) 73-87.

### **Other Papers**

"Standards WARS: The Use of Standard Setting as a Means of Facilitating Cartels Third Generation Wireless Telecommunications Standard Setting," with Peter Grindley and Leonard Waverman, May 1999.

"A General Theoretical Model of Colorado Front Range Wholesale Light Refined Petroleum Products," LECG, August 25, 1997.

"Exclusion and Integration in the Markets for Video Programming Delivered to the Home," with Michael Riordan, August 1994.

"The Effects of Deregulation on the Cable Television Industry," with Robin Prager, June 1994.

"Movie Wars," with Neil Gandal, July 1991.

"Some Stochastic Oligopoly Races for Experience," Technical Report #0129-01-91-419, March 1991, GTE Laboratories, Waltham, MA.

### **SELECTED PRESENTATIONS**

"Application of Auctions in Network Industries," Center for Research in Regulated Industries, Rutgers University, November 2000.

"Planning for 3G Auctions: The Australian 3G Summit," Sydney, November 2000.

"Standards WARS: The Use of Standard Setting as a Means of Facilitating Cartels Third Generation Wireless Telecommunications Standard Setting," Telecommunications Policy Research Conference, October, 1999.

"Auctions for Allocating Spectrum," IESE, Universidad de Navarra, Madrid, Spain, May, 1998

"Universal Service Auctions," Institute D'Economie Industrielle, Toulouse, October 1997.

"Auctions for Allocating Spectrum," the Telecommunications Policy Research Conference, September, 1997.

"Economics of Determining Band Plans for Spectrum Auctions," Conference on Wireless Local Access hosted by the Secretariat of Communications and Transport, Cancun, May 1996.

"Exclusion and Integration in the Market for Video Programming Delivered to the Home," with Michael Riordan, the Telecommunications Policy Research Conference, September 1994.

"Behind the Revolving Door: A New View of Public Utility Regulation," at Washington University, October 1992.

"Behind the Revolving Door: A New View of Public Utility Regulation," at University of Texas at Austin, October 1992.

"Preemptive Adoptions of an Emerging Technology," at the RAND Corporation, October 1992.

"Behind the Revolving Door: A New View of Public Utility Regulation," at the 20<sup>th</sup> Annual Telecommunications Policy Research Conference, Fall 1992.

"Monopoly Pricing with Network Externalities," at summer in Tel Aviv University, 1992.

"The Effects of Deregulation on the Cable Television Industry," presented at the Western Economics Association International 67<sup>th</sup> Annual Conference, July 1992.

"Movie Wars," presented at the Western Economics Association International 67<sup>th</sup> Annual Conference, July, 1992.

"The Effects of Deregulation on the Cable Television Industry," presented at the Advanced Workshop in Regulation and Public Utility Economics, May 1992.

"Behind the Revolving Door: A New View of Public Utility Regulation," at University of Illinois, Spring 1992.

"Behind the Revolving Door: A New View of Public Utility Regulation," at George Mason University Law School, Spring 1992.

"Behind the Revolving Door: A New View of Public Utility Regulation," at Indiana University, Spring 1992.

"An New Look at Public Utility Regulation Through a Revolving Door," presented at the Research Seminar on Economic Innovations in Public Utility Regulation at Rutgers University, Spring 1992.

"Behind the Revolving Door: A New View of Public Utility Regulation," at the University of Toulouse, Fall 1991.

"Behind the Revolving Door: A New View of Public Utility Regulation," at Oxford University, Fall 1991.

"Some Stochastic Oligopoly Races for Experience," at Tel Aviv University, Fall 1991.

"Behind the Revolving Door: A New View of Public Utility Regulation," Malinvaud Lecture at Ecole des Ponts et Chaussees, Fall 1991.

"Behind the Revolving Door: A New View of Public Utility Regulation," at Universidade Nova de Lisboa, Fall 1991.

"Movie Wars," at Columbia University, Fall 1991.

"Behind the Revolving Door: A New View of Public Utility Regulation," at the Advanced Workshop in Regulation and Public Utility Economics, Tenth Annual Eastern conference, May 1991.

"Some Stochastic Oligopoly Races for Experience," at the 1990 World Congress of the Econometric Society.

"Trigger Price Regulation," at Bellcore & Bell Canada Forum on Telecommunications Demand Analysis with Dynamic Regulation, April 1992.

"Movie Wars," at the International Conference on Game Theory and Economics at SUNY Stony Brook, Summer 1991.

"Promoting Capital Improvements by Public Utilities: A Supergame Approach," at the summer European Meetings of the Econometric Society, 1991.

"Some Stochastic Oligopoly Races for Experience," at the summer European Economic Association Meeting, 1991.

"Some Stochastic Oligopoly Races for Experience," Federal Trade Commission, Spring 1991.

“Promoting Capital Improvements by Public Utilities: A Supergame Approach,” at the International Conference on Game Theory and Economics at SUNY Stony Brook, Summer 1990.

“Promoting Capital Improvements by Public Utilities: A Supergame Approach,” at the Advanced Workshop in Regulation and Public Utility Economics, Third Annual Western Conferences, Summer 1990.

“Some Stochastic Oligopoly Races for Experience,” at Washington University, Spring 1990.

“Trigger Price Regulation,” at Boston University, Spring 1988.

“Trigger Price Regulation,” at the 16<sup>th</sup> Annual Telecommunications Policy Research Conference, Fall 1988.

“A Repeated Game with Finitely Lived Overlapping Generations of Players,” at Harvard Economics University Theory Workshop, Fall 1988.

“Trigger Price Regulation,” at the International Telecommunications Society, Seventh Bi-Annual Conference at MIT, Summer 1988.

August 2001

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**Original and eighteen (18) copies of the foregoing document filed with service list this 13th day of May, 2002, with:**

Docket Control  
Arizona Corporation Commission  
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Copies of the foregoing hand-delivered without a copy of the service list this 13th day of May, 2002, to:

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Copies of the foregoing mailed without copy of service list this 13th day of April, 2002, to:

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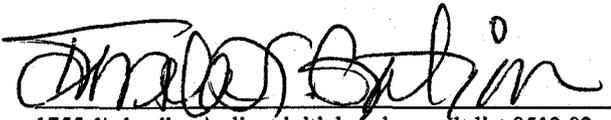
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